

From: [Otten, William A](#)
To: Comments <comments@insurancecompact.org>
Subject: LTC Standards 5- yr Review Cycle
Date: Tuesday, October 18, 2016 2:42:52 PM

RE: revisions to ***Standards for forms Required to be Used with an Individual Long-Term Care Application***

Comments for suggested changes

Please accept the following comments for suggested changes to the above noted IIPRC Standard. The page number referenced corresponds to the page number of the standard posted on the Docket on the IIPRC webpage.

- **Page 11:** Under “Premium Information”, we believe the highlighted section of the following sentence needs to be bracketed, as it would not apply to non-cancellable insurance:

The premium quoted in this worksheet isn’t guaranteed and may change during the underwriting process and in the future while this [policy] [certificate] [rider] is in force.

- **Page 14:** We believe that the entire highlighted section below should be bracketed, as it would not apply to policies or riders which have no elimination/waiting period or cash deductible (such as MG II):

What [elimination period][waiting period][cash deductible] are you considering?
[Number of days _____ in [elimination period][waiting period]
Approximate cost of care for this period: \$ _____
(\$xxx per day times number of days in [elimination period][waiting period], where
“xxx” represents the most recent estimate of the national daily average cost of long-
term care)]
[Cash Deductible \$ _____]

How do you plan to pay for your care during the [elimination period] [waiting period] [deductible period]? (check all that apply)

From my income From my savings/investments My family will pay

If that section were bracketed, we recognize that the Compact may choose to proscribe an alternative sentence that should appear on the Personal Worksheet for that type of policy/rider – suggestion below:

There is no [elimination period] [waiting period] [cash deductible] which must be satisfied in order to be eligible for benefits under this [policy] [certificate] [rider].

Please let me know if additional information is needed for any of these suggested changes.

Best regards,

Bill Otten
Lincoln Financial Group
Lead Consultant, Product Compliance, Filing & Implementation
(800) 258-3648 x 5620
E-mail: William.otten@lfg.com

You're In Charge®

Find us on facebook:

www.facebook.com/LincolnFinancialGroup

Notice of Confidentiality: **This E-mail and any of its attachments may contain Lincoln National Corporation proprietary information, which is privileged, confidential, or subject to copyright belonging to the Lincoln National Corporation family of companies. This E-mail is intended solely for the use of the individual or entity to which it is addressed. If you are not the intended recipient of this E-mail, you are hereby notified that any dissemination, distribution, copying, or action taken in relation to the contents of and attachments to this E-mail is strictly prohibited and may be unlawful. If you have received this E-mail in error, please notify the sender immediately and permanently delete the original and any copy of this E-mail and any printout. Thank You.**